

Message Text

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PAGE 01 SANTIA 02264 292207Z
ACTION ARA-14

INFO OCT-01 ISO-00 CCO-00 PASO-00 EB-08 /023 W
-----029445 300925Z /15

R 292122Z MAR 78
FM AMEMBASSY SANTIAGO
TO SECSTATE WASHDC 8675
INFO USDOC WASHDC
AMEMBASSY CARACAS
AMEMBASSY LA PAZ
AMEMBASSY MEXICO

UNCLAS SANTIAGO 2264

FOR: EXTELCOM INTERNATIONAL, INC
NEW YORK, N.Y. 10023
TELEX: 23480 XTLCM

E. O. 11652: N/A
TAGS: BEXP, CI
SUBJECT: EXTELCOM INTERNATIONAL, INC. SEMINAR

1. WE LOOK FORWARD TO YOUR SEMINAR PROGRAM IN SANTIAGO ON MAY 2
AND 3. ANSWERS TO QUESTIONS RAISED IN YOUR MARCH 14 LETTER FOLLOW.

A. EXPERIENCED, PROFESSIONAL-LEVEL SECRETARY-COORDINATOR IS
AVAILABLE FOR A FEE OF \$500. THIS FIGURE IS BASED ON TWO AND ONE
HALF WEEKS OF WORK TO MAKE ARRANGEMENTS, BUILD AUDIENCE, AND SCHEDULE
INDIVIDUAL APPOINTMENTS. PERSON RECOMMENDED IS CRISTINA VIDAL,
FORMER EMBASSY COMMERCIAL ASSISTANT WHO IS FIRST-RATE AT THIS
TYPE OF PROGRAMMING.

B. INTERPRETING SERVICES ARE BEING TENTATIVELY ARRANGED. COST
WILL BE \$110 PER DAY, OR TOTAL OF \$220. PLEASE CONFIRM THAT
THIS IS SATISFACTORY.

C. COLONEL SERGIO MOLLER, GENERAL MANAGER OF CTC HAS TOLD US THAT
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THE TELEPHONE COMPANY WILL BE PLEASE TO PROVIDE SPACE FOR THE
TWO MORNING SEMINARS. AFTERNOON MEETINGS AND CONSULTATIONS SHOULD
THEREFORE BE SCHEDULED AT THE SAN CRISTOBAL.

D. CONSIDERING YOUR TIGHT SCHEDULE, EMBASSY BRIEFING MAY BE
LIMITED TO AN ECONOMIC OFFICER AND COMMERCIAL ATTACHE, ON MONDAY
MAY 1 (CHILEAN HOLIDAY), IF YOUR TIME ALLOWS, OR THE FIRST

THING ON MAY 2.

E. WHILE WE WILL WORK DIRECTLY WITH YOUR SECRETARY ON MAILING, APPOINTMENT, AND INVITATION LISTS, AND EMBASSY OFFICERS WILL BE PLEASED TO ATTEND YOUR RECEPTION, PLEASE HAVE INVITATIONS PRINTED IN YOUR NAME.

F. DISTRIBUTION OF PAPERS AND BIOGRAPHIES IS LIKEWISE AN APPROPRIATE RESPONSIBILITY OF YOUR SECRETARY.

&. WE ARE NOT AUTHORIZED TO OFFER CUSTOMS CLEARANCE SERVICES FOR YOUR DEMONSTRATION EQUIPMENT. SUGGESTED CUSTOMS BROKER, WHO WILL EXPECT TO HEAR FROM YOU, IS PEDRO SERRANO PLAMA, HUERFANOS 979, OFFICE 601. FOR ARRANGING CLEARANCE HE NEED TO KNOW FULL DESCRIPTION OF THE EQUIPMENT, ITS VALUE, AND WHETHER IT IS COMING BY AIR.

H. PLEASE ADDRESS PRINTED MATERIALS TO LACEY, COMMERCIAL ATTACHE AMERICAN EMBASSY, APO NEW YORK 09869.

I. YOUR SECRETARY WILL HAVE FULL ACCESS TO OUR FILES AND OUR SUGGESTIONS FOR HER LIST-BUILDING AND APPOINTMENT WORK.

DAVID C. LACEY, COMMERCIAL ATTACHE
AMERICAN EMBASSY,
SANTIAGO, CHILE
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LANDAU

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
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TAGS: BEXP, CI
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